British Waterways Scotland

BUSINESS

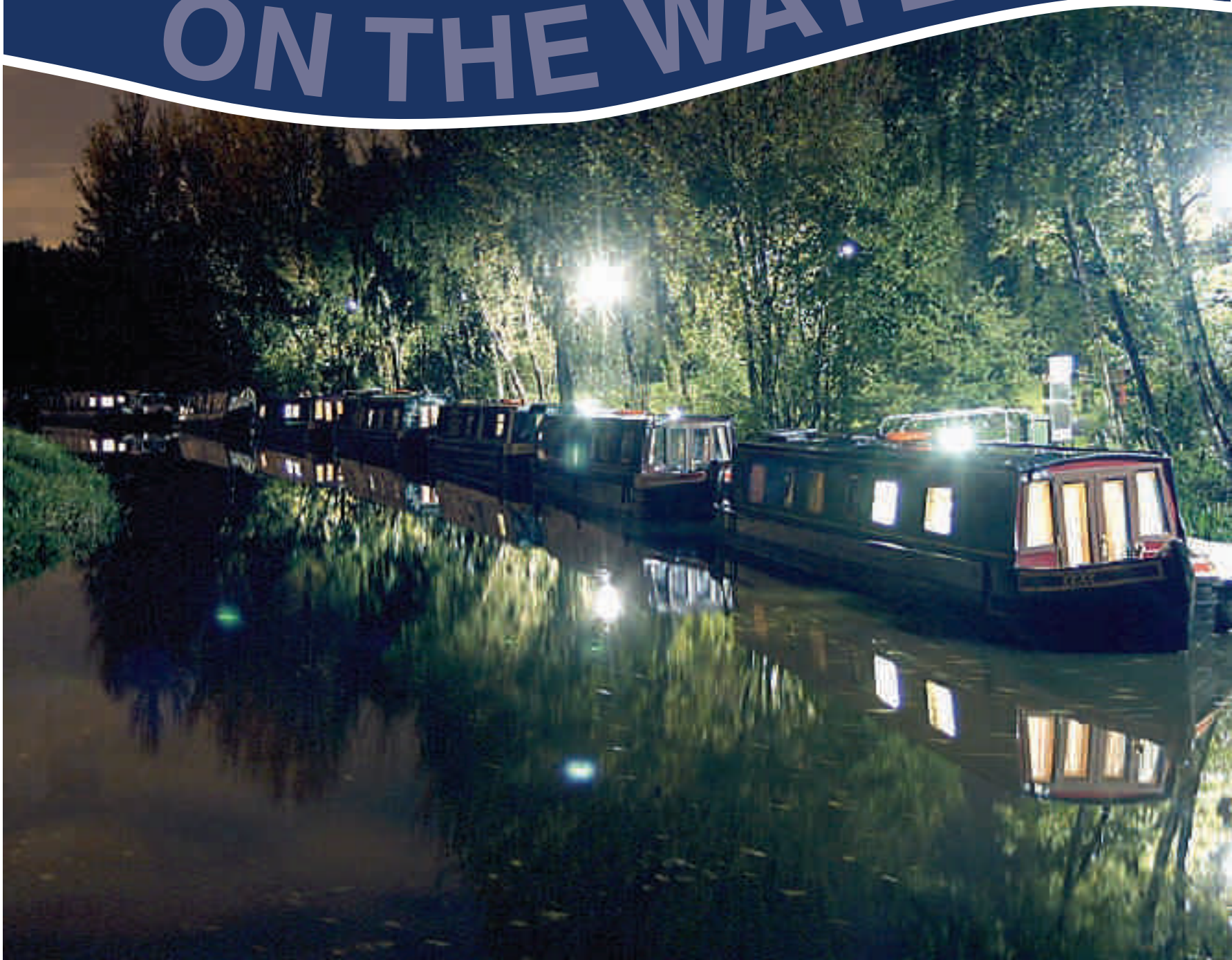
DEVELOPMENT OPPORTUNITIES

Grow your own business on Scotland's canals

Holiday Hire Boat Centre

British Waterways Scotland

ON THE WATER



Scotland's canals have found new life and a vital role in modern life – at the heart of Scotland's tourism and leisure industry and breathing new life into communities throughout Scotland.

Our message to entrepreneurs is simple – Scotland's Canals are open and prime for business. British Waterways will do everything we can to facilitate the successful development of commerce, with an emphasis on sustainable projects that build value and commercial returns.

In Scotland, British Waterways commitment to business development is centred on:

- A dedicated Business Development team
- A panel of current on-canal businesses to share their experience
- An information pack outlining key information sources
- Partnerships with Scotland's Business Development Agencies, National & Local Government
- Links to leading commercial organisations throughout the UK

Grow your own business on Scotland's canals

Canals were built as a means of transport but comparisons with their initial purposes 200 years ago may be pointless. On the other hand, as roads become more congested and fuel more expensive, canals are now a serious alternative for transiting some of Scotland's busiest and most beautiful routes.

Leisure, freight, tourism and sport are all reasons to get onto Scotland's four main canals and are all areas where there is demand for product and service support.

Holiday Boat Hire is a developing enterprise on the Caledonian, Forth & Clyde and Union Canals. Increasing numbers of sailors are using the Crinan and Caledonian Canals, and with Glasgow, Inverness and Edinburgh all having canals at the heart of the cities, water sports of all varieties can be found.

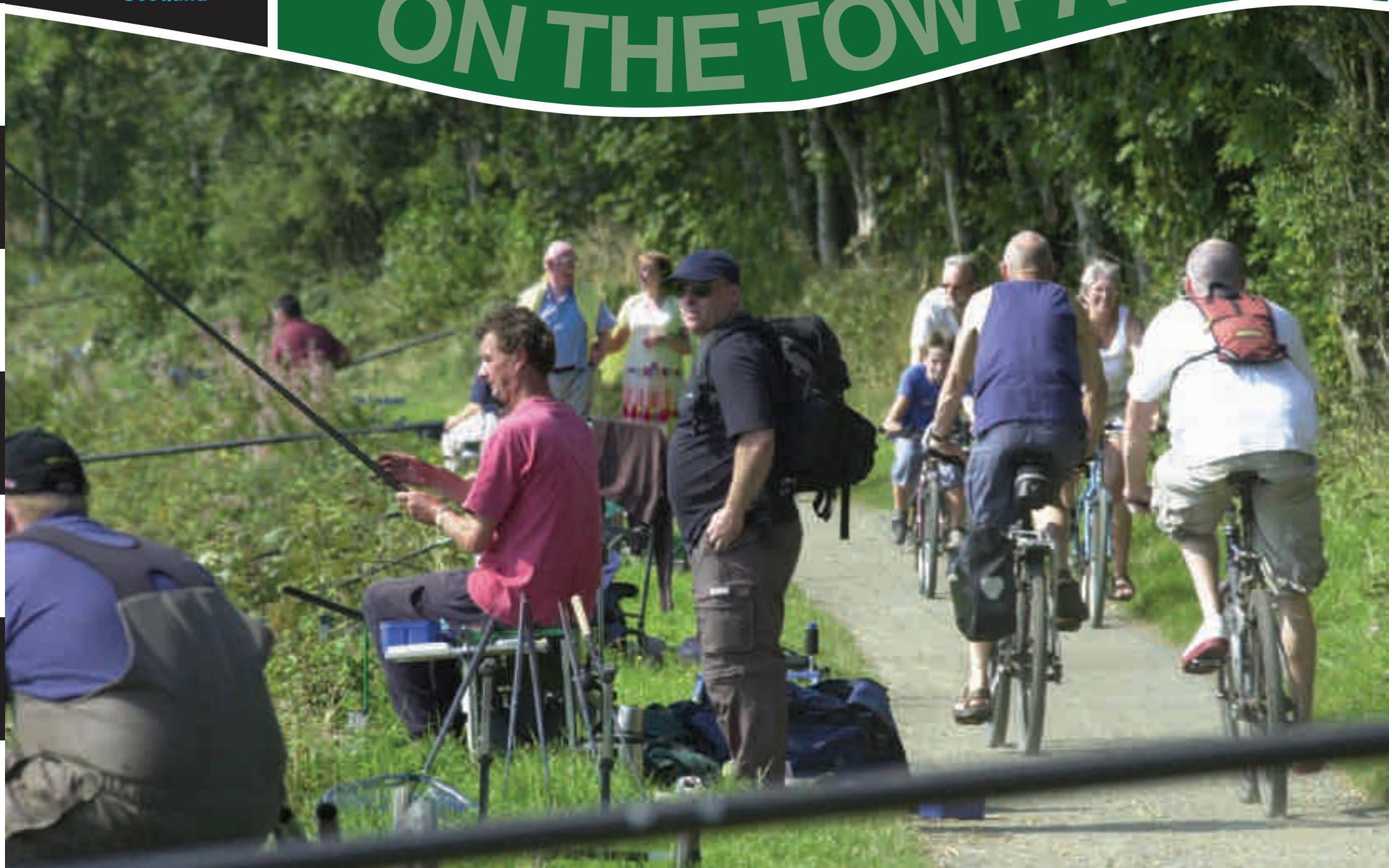
The number and variety of crafts using Scotland's inland waterways are on the increase, as are the opportunities to develop business around their activities. We are ready to help you identify where there are opportunities and how they can be developed.

"We found that British Waterways offer a great deal of encouragement and support to new businesses wishing to start up on or along the canal, and can provide useful advice and information before someone makes the decision to take the plunge with a new venture. Having more businesses established on the canal benefits each and every other business by bringing more people into the area and making the network a much more vibrant and popular place and also increases the membership canal community, whose members exchange information to help each other develop and grow, as well as receiving ongoing support from the readily contactable British Waterways team."

Mr Allan Leal, Capercaillie Cruisers Ltd

British Waterways Scotland

ON THE TOWPATH



Grow your own business on Scotland's canals

A walk along any of Scotland's canals will illustrate the wide variety of life, including wildlife that exists on these beautiful waterscapes. In 2006 around 23 million visits were made on the towpaths of Caledonian, Crinan, Forth & Clyde and Union canals.

Joggers, diners, anglers, commuters and visitors of every description took advantage of these unique pathways, each potential customers for the right types of business.

Tourism, leisure and health are drivers behind the UK's growing industries, each are well served by facilities provided along the towpaths. Where else can you walk or cycle between Edinburgh and Glasgow without worrying about traffic or pollution, while passing through a natural habitat of rare flora and fauna.

I have operated holiday hire boats on the Caledonian canal for over 25 years. During that time I have seen how British Waterways has become more and more business friendly. Recently they have been closely involved with me as my company has been increasing our fleet numbers and as I have expanded they have upgraded their canal facilities in my area. Having a dedicated business manager has made working with British Waterways much easier. ***Ray Norris, West Highland Sailing***

British Waterways Scotland

LAND & PROPERTIES

Grow your own business on Scotland's canals

British Waterways are one of Scotland's largest property and land managers. With well over 100 miles of canals passing through Scotland's largest cities and dramatic landscapes the land and property portfolio covers a wide range of opportunities.

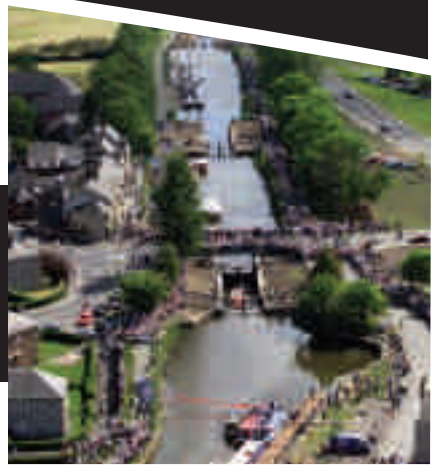
Canal-side dwelling is increasingly sought after, in line with a growing demand for water-side residences. The same applies to commercial properties, with some of Scotland's most exciting new developments planned on canals.

With knowledgeable estates professionals employed by British Waterways Scotland, we are ready to discuss potential projects and where appropriate, support regeneration initiatives.

"Working with British Waterways during the previous 30 years we have developed a strong and lasting relationship which continues to prosper and thrive. British Waterways has always been keen to actively support all of our business ventures and listen to new ideas which may bring long term benefits to the canal system and our business."

Jamie Hogan, Caley Marina, Director

British Waterways Scotland



CONTACTS

Grow your own business on Scotland's canals

- BRITISH WATERWAYS SCOTLAND
  Business Development Team, Canal House,
  1 Applecross Street, Glasgow, G4 9SP
  T: 0141 332 6936 F: 0141 331 1688

SUPPORT AGENCIES

- BUSINESS GATEWAY
  www.bgateway.com 0845 609 6611
- PRINCE'S SCOTTISH YOUTH BUSINESS TRUST
  www.psybt.org.uk 0141 248 4999
- ENTREPRENEURIAL EXCHANGE
  www.entrepreneurial-exchange.co.uk 01698 285 650
- GLASGOW CITY COUNCIL
  www.glasgow.gov.uk 0141 287 7253
- WEST DUNBARTONSHIRE COUNCIL
  www.west-dunbarton.gov.uk 01389 737 777
- EAST DUNBARTONSHIRE COUNCIL
  www.eastdunbarton.gov.uk 0141 578 8643
- FALKIRK COUNCIL
  www.falkirk.gov.uk 01324 590 964
- WEST LOTHIAN COUNCIL
  www.westlothian.com 01506 777 400
- CITY OF EDINBURGH COUNCIL
  www.edinburgh.gov.uk 0131 529 4298
- ARGYLL & BUTE COUNCIL
  www.argyll-bute.gov.uk 01700 502 252
- THE HIGHLAND COUNCIL
  www.highland.gov.uk 01463 702 491
- HIE ARGYLL & ISLANDS
  www.hie.co.uk 01546 602 281
- HIE INVERNESS & EAST HIGHLAND
  www.hie.co.uk 01463 713 504
- HIE LOCHABER
  www.hie.co.uk 01397 704 326

Business Gateway will provide contact details for high street banks.